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# Data Summary

## FYE 2017

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# Segment Information (by business group)

(Yen, millions)

	[Fiscal year]					[Quarter]								
	FYE 2013	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE2016				FYE2017				
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q	
(Sales) <sup>*1</sup>														
Chain	50,250	55,828	61,721	63,998		16,117	16,381	15,664	15,834	14,547	14,563			
PTUC <sup>*2</sup>	19,664	21,612	22,557	21,975		5,315	5,766	5,634	5,260	5,083	5,370			
Automotive Parts	49,397	60,674	66,978	73,473		17,637	18,184	18,207	19,445	18,425	18,048			
Materials Handling Systems	30,246	39,565	45,169	44,354		9,329	12,829	10,567	11,628	8,445	11,254			
Other	2,846	2,719	2,968	3,186		652	771	796	966	631	766			
Consolidated	150,002	178,022	196,738	203,976		48,391	53,097	50,028	52,459	46,596	49,144			
(Operating profit)														
Chain	3,586	3,763	5,002	6,172		1,489	1,638	1,484	1,559	1,409	1,656			
PTUC <sup>*2</sup>	1,955	2,273	2,400	2,428		584	628	749	465	493	461			
Automotive Parts	6,494	10,119	11,916	12,258		2,947	2,968	3,160	3,182	3,007	2,815			
Materials Handling Systems	531	1,192	1,940	659		-192	673	56	121	-599	562			
Other	143	63	123	84		7	12	23	40	-18	-7			
Consolidated	12,579	17,354	21,427	21,570		4,818	5,909	5,471	5,371	4,139	5,351			
(Operating profit, percent)														
Chain	7.1%	6.7%	8.1%	9.6%		9.2%	9.6%	9.6%	9.6%	9.7%	11.4%			
PTUC <sup>*2</sup>	9.9%	10.5%	10.6%	11.0%		11.0%	10.9%	11.7%	11.0%	9.7%	8.6%			
Automotive Parts	13.1%	16.7%	17.8%	16.7%		16.7%	16.5%	16.8%	16.7%	16.3%	15.6%			
Materials Handling Systems	1.8%	3.0%	4.3%	1.5%		—	2.2%	1.6%	1.5%	—	5.0%			
Other	5.0%	2.3%	4.2%	2.6%		1.1%	1.4%	1.9%	2.6%	—	—			
Consolidated	8.4%	9.7%	10.9%	10.6%		10.0%	11.1%	10.9%	10.2%	8.9%	10.9%			

\*1 : Sales includes intersegment sales and transfers

\*2 : Power Transmission Units and Components

# Segment Information (by region) (from FYE 2014)

(Yen, millions)

	[Fiscal year]				[Quarter]								
	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2016				FYE 2017				
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
(Sales)*													
Japan	110,585	119,349	121,347		28,380	32,025	30,098	30,844	26,713	29,394			
America	43,551	48,749	51,671		13,356	12,979	12,256	13,080	13,125	11,945			
Europe	22,056	26,545	24,219		5,996	6,460	6,062	5,701	5,787	6,009			
Indian Ocean Rim	9,741	10,718	12,626		3,214	2,899	3,176	3,337	3,043	3,041			
China	11,044	14,062	16,494		3,559	4,329	4,151	4,455	3,845	4,301			
South Korea, Taiwan	5,011	7,115	8,578		1,796	2,275	2,093	2,414	2,080	2,095			
(Operating profit)													
Japan	9,234	12,694	12,621		2,660	3,399	3,357	3,205	1,694	2,933			
America	3,964	4,162	4,496		1,153	1,275	934	1,134	1,502	1,171			
Europe	471	890	531		70	206	137	118	4	194			
Indian Ocean Rim	1,384	1,385	1,680		468	377	478	357	417	426			
China	954	1,008	273		78	131	104	-40	29	201			
South Korea, Taiwan	372	258	405		31	158	147	69	46	114			
(Operating profit, percent)													
Japan	8.4%	10.6%	10.4%		9.4%	10.6%	11.2%	10.4%	6.3%	10.0%			
America	9.1%	8.5%	8.7%		8.6%	9.8%	7.6%	8.7%	11.5%	9.8%			
Europe	2.1%	3.4%	2.2%		1.2%	3.2%	2.3%	2.1%	0.1%	3.2%			
Indian Ocean Rim	14.2%	12.9%	13.3%		14.6%	13.0%	15.1%	10.7%	13.7%	14.0%			
China	8.6%	7.2%	1.7%		2.2%	3.0%	2.5%	—	0.8%	4.7%			
South Korea, Taiwan	7.4%	3.6%	4.7%		1.7%	6.9%	7.0%	2.9%	2.2%	5.4%			

\* Sales includes intersegment sales and transfers

# Segment Information (by region) ~FYE 2014

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2010	FYE 2011	FYE 2012	FYE 2013	FYE 2014	FYE2013				FYE2014			
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q
(Sales)*													
Japan	89,863	108,607	112,940	110,183	110,585	26,955	28,581	26,360	28,287	24,935	27,702	27,007	30,941
North America	20,042	24,918	25,444	29,967	43,329	6,935	6,389	6,783	9,860	10,542	10,396	11,020	11,371
Europe	5,464	10,966	12,335	14,566	22,056	3,262	2,986	3,281	5,037	4,966	5,207	5,774	6,109
Asia / Oceania	9,819	12,972	13,910	17,027	25,740	4,012	4,346	4,348	4,321	5,782	6,352	6,394	7,212
Other areas	28	72	89	95	222	13	10	43	29	61	76	47	38
(Operating profit)													
Japan	5,504	8,650	9,165	8,570	9,234	2,219	2,267	1,939	2,145	1,394	2,413	2,821	2,606
North America	334	1,077	1,338	2,103	3,998	624	402	331	746	922	850	1,225	1,001
Europe	201	(323)	242	429	471	99	123	107	100	6	(28)	177	316
Asia / Oceania	1,044	1,685	1,419	1,417	2,710	421	374	394	228	560	666	662	822
Other areas	(54)	(48)	(53)	(55)	(34)	(14)	(15)	(12)	(14)	(18)	(10)	(2)	(4)
(Operating profit, percent)													
Japan	6.1%	8.0%	8.1%	7.8%	8.4%	8.2%	7.9%	7.4%	7.6%	8.2%	7.9%	7.4%	7.6%
North America	1.7%	4.3%	5.3%	7.0%	9.2%	9.0%	6.3%	4.9%	7.6%	9.0%	6.3%	4.9%	7.6%
Europe	3.7%	—	2.0%	2.9%	2.1%	3.1%	4.1%	3.3%	2.0%	3.1%	4.1%	3.3%	2.0%
Asia / Oceania	10.6%	13.0%	10.2%	8.3%	10.5%	10.5%	8.6%	9.1%	5.3%	10.5%	8.6%	9.1%	5.3%
Other areas	—	—	—	—	—	—	—	—	—	—	—	—	—

\* Sales includes intersegment sales and transfers

# Breakdown of Overseas Sales (from FYE 2014)

(Yen, millions)

	[Fiscal year]				[Half year]			
	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2016		FYE 2017	
					1H	2H	1H	2H
(Consolidated sales)	178,022	196,738	203,976		101,488	102,488	95,740	
USA	36,446	40,348	43,062		22,069	20,993	19,457	
Other	6,401	7,656	8,316		4,018	4,298	4,591	
Europe	21,434	24,021	23,000		11,796	11,204	11,272	
Indian Ocean Rim	12,237	12,851	12,824		6,409	6,415	6,369	
China	12,612	13,868	15,251		7,338	7,913	7,451	
South Korea, Taiwan	5,553	7,550	8,638		4,132	4,506	3,980	
Total of overseas sales	94,687	106,297	111,094		55,765	55,329	53,122	
Total of domestic sales	83,335	90,441	92,882		45,723	47,159	42,617	
(Percent, sales by region)								
USA	21.0%	20.5%	21.1%		21.7%	20.2%	20.3%	
Other	3.6%	3.9%	4.1%		4.0%	4.1%	4.8%	
Europe	11.7%	12.2%	11.3%		11.6%	10.8%	11.8%	
Indian Ocean Rim	6.3%	6.5%	6.3%		6.3%	6.2%	6.7%	
China	6.6%	7.0%	7.5%		7.2%	7.6%	7.8%	
South Korea, Taiwan	3.3%	3.8%	4.2%		4.1%	4.3%	4.2%	
Percent, all overseas sales	53.2%	54.0%	54.5%		54.9%	53.3%	55.5%	

# Breakdown of Overseas Sales ~FYE 2014

(Yen, millions)

	[Fiscal year]					[Half year]			
	FYE 2010	FYE 2011	FYE 2012	FYE 2013	FYE 2014	FYE2013		FYE2014	
						1H	2H	1H	2H
(Consolidated sales)	112,759	138,243	144,896	150,002	178,022	72,773	77,229	84,532	93,490
USA	18,190	22,598	21,413	25,590	36,446	11,422	14,168	17,782	18,664
Europe	5,554	10,626	11,581	13,830	20,687	5,638	8,192	9,604	11,083
Asia / Oceania	12,974	20,104	19,790	21,357	30,403	10,712	10,645	13,722	16,681
Other areas	2,191	4,066	4,105	4,621	7,149	2,033	2,588	3,373	3,776
Total of overseas sales	38,911	57,395	56,890	65,400	94,687	29,806	35,594	44,482	50,205
Total of domestic sales	73,848	80,848	88,006	84,602	83,335	42,967	41,635	40,050	43,285
(Percent, sales by region)									
USA	16.1%	16.3%	14.8%	17.1%	20.5%	15.7%	18.3%	21.0%	20.0%
Europe	4.9%	7.7%	8.0%	9.2%	11.6%	7.7%	10.6%	11.4%	11.9%
Asia / Oceania	11.5%	14.5%	13.7%	14.2%	17.1%	14.7%	13.8%	16.2%	17.8%
Other areas	1.9%	2.9%	2.8%	3.1%	4.0%	2.8%	3.4%	4.0%	4.0%
Percent, all overseas sales	34.5%	41.5%	39.3%	43.6%	53.2%	41.0%	46.1%	52.6%	53.7%

# Movement of Order Acceptance and Backlog (consolidated basis)

(Yen, millions)

	[Fiscal year]					[Quarter]								
	FYE 2013	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2016				FYE 2017				
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
(Order acceptance)														
Chain	48,236	54,788	60,530	63,168		16,106	16,033	16,044	14,985	13,978	15,330			
PTUC*	18,906	22,025	22,389	21,745		5,528	5,495	5,399	5,323	5,243	5,329			
Automotive Parts	49,555	60,785	66,279	74,235		18,651	18,222	18,084	19,278	18,234	18,117			
Materials Handling Systems	29,652	40,194	44,627	43,460		11,791	11,067	9,635	10,967	11,822	10,075			
Other	2,054	1,895	2,258	2,165		507	552	643	463	666	407			
Total	148,405	179,689	196,086	204,776		52,586	51,367	49,805	51,018	49,944	49,259			
(Backlog)														
Chain	6,697	7,409	7,932	8,215		8,332	8,245	8,958	8,215	7,437	8,459			
PTUC*	2,320	3,072	3,361	3,464		3,673	3,496	3,354	3,464	3,632	3,622			
Automotive Parts	755	867	169	931		1,184	1,221	1,098	931	739	809			
Materials Handling Systems	15,993	18,023	17,926	16,876		20,041	18,580	17,549	16,876	19,843	18,221			
Other	227	167	265	88		331	321	416	88	282	81			
Total	25,994	29,540	29,655	29,576		33,563	31,866	31,378	29,576	31,935	31,194			

\* Power Transmission Units and Components

# Investment in Plant and Equipment, and R & D Expenses

(Yen, millions)

	[Fiscal year]					[Half year]			
	FYE 2013	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2016		FYE 2017	
						1H	2H	1H	2H
Capital expenditures	11,833	11,372	10,466	15,677		7,144	8,533	7,042	
Depreciation	7,360	8,745	9,476	10,442		5,062	5,380	5,054	
Research & Development costs	4,319	4,061	4,048	4,300		2,087	2,213	2,162	

## Reference materials

Exchange rates (1st Half)

(Yen)

Currency	Target period*	FYE2013 1st Half	FYE2014 1st Half	FYE2015 1st Half	FYE2016 1st Half	FYE2017 1st Half
US\$	①	79.41	98.86	103.01	121.88	105.21
US\$	②	—	97.72	102.46	120.30	111.71
EURO	①	100.54	129.98	138.89	135.10	118.05
EURO	②	103.48	125.62	140.41	134.09	124.52
Can\$	①	79.13	95.84	94.57	96.12	81.11
A\$	①	81.30	94.22	95.76	91.62	79.04
THB	②	2.57	3.21	3.15	3.66	3.15
NT\$	①	2.67	3.31	3.42	3.38	3.27
RMB	②	12.63	15.49	16.64	19.32	17.05
WON	②	0.070	0.087	0.098	0.109	0.094
MXN	②	—	—	—	—	6.18

\* ① From April 1 through September 30, ② From January 1 through June 31